

## Message Text

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ORIGIN COME-00

INFO OCT-01 EA-10 ISO-00 EB-07 RSC-01 XMB-04 USIA-15 SS-15

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APPROVED BY EB/OCA/BR:HACAHILL

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FM SECSTATE WASHDC

TO AMEMBASSY TOKYO

UNCLAS STATE 011114

E.O. 1 652: N/A

TAGS:BEXP, XX

SUBJECT: EA ECONOMIC/COMMERCIAL OFFICERS CONFERENCE --  
TOKYO

AGENDA FOR SUBJECT CONFERENCE FOLLOWS:

SUNDAY, JANUARY 19

1830 - 2000 RECEPTION HOSTED BY MINISTER WILLIAM E. CULBERT

MONDAY JANUARY 20

0845 - 0900 CONFERENCE CONVENED ADMINISTRATIVE ANNOUNCEMENTS

0900 - 0915 WELCOMING REMARKS, AMBASSADOR JAMES HODGSON

0915 - 0950 RECESSION AND RECOVERY: IMPACT AND IMPLICA-  
----- TIONS FOR U.S. TRADE. TILTON H. DOBBIN,  
----- ASSISTANT SECRETARY OF COMMERCE FOR DOMESTIC  
----- AND INTERNATIONAL BUSINESS

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0950 - 1005 DISCUSSION

1005 - 1015 MESSAGE FROM UNDER SECRETARY OF STATE FOR  
----- ECONOMIC AFFAIRS CHARLES W. ROBINSON (BY  
VIDEOTAPE)

1015 - 1030 BREAK (GROUP PHOTOGRAPH)

1030 - 1105 THE ECONOMIC/COMMERCIAL OFFICER'S NEW ROLE  
----- AS MARKETING SPECIALIST, NICHOLAS S. LAKAS,  
----- DIRECTOR, OFFICE OF COMMERCIAL AFFAIRS, US  
----- DEPARTMENT OF STATE.

1105 - 1120 DISCUSSION

1120 - 1155 MANAGING THE EXPORT MARKETING SYSTEM, EDWARD  
----- J. KRAUSE, DIRECTOR, OFFICE OF INTERNATIONAL  
----- MARKETING, US DEPARTMENT OF COMMERCE

1155 - 1210 DISCUSSION

1210 - 1400 LUNCH

1400 - 1500 THE COUNTRY COMMERCIAL PROGRAM - A WASHINGTON  
----- PERSPECTIVE, EDWARD J. KRAUSE, NICHOLAS S.  
----- LAKAS, ROBIN WHITE. PRESENTATIONS FOLLOWED  
----- BY PANEL DISCUSSION

1500 - 1515 MANAGEMENT IMPLICATIONS OF THE CCP, EDWARD J.  
----- KRAUSE

1515 - 1530 BREAK

1530 - 1630 THE EFFECT OF THE CCP ON ECONOMIC/COMMERCIAL  
----- SECTION OPERATIONS, ROBERT E. SIMPSON, ELDEN  
----- B. ERICKSON, MARTHA DEWITT. PRESENTATIONS  
----- FOLLOWED BY PANEL DISCUSSION.

1630 - 1700 POST RELATIONS WITH THE AMERICAN BUSINESS  
----- COMMUNITY, AMBASSADOR JAMES HODGSON.

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1700 - 1715 DISCUSSION

TUESDAY, JANUARY 21

0900 - 0915 CONFERENCE CALLED TO ORDER. ADMINISTRATIVE  
----- ANNOUNCEMENTS

0915 - 0945 HOW TO BE A MORE EFFECTIVE ECONOMIC/COMMERCIAL

----- OFFICER, NORMAN GLICK, JOHN R. MALOT.

0945 - 1015 DISCUSSION

1015 - 1030 BREAK

1030 - 1100 CONDUCTING A FOREIGN GOVERNMENT/COMPANY CALL

----- CAMPAIGN - THE LONDON EXPERIENCE. ARCHIE

----- ANDREWS, ECONOMIC/COMMERCIAL COUNSELOR,

----- AMERICAN EMBASSY LONDON (BY VIDEOTAPE).

1100 - 1200 THE ROLE OF THE PROFESSIONAL LOCAL EMPLOYEES

----- IN ECONOMIC/COMMERCIAL SECTION OPERATIONS,

----- PANEL OF FSLs.

1200 - 1345 LUNCH

1345 - 1445 WASHINGTON ATTENDEES WILL BE AVAILABLE FOR

----- INDIVIDUAL OR GROUP CONSULTATION ON SUCH

----- ITEMS AS CCP, BUDGET, ASSIGNMENTS, ETC.

1445 - 1515 ECONOMIC/COMMERCIAL SPECIALIZATION

1515 - 1530 DISCUSSION

1530 - 1545 BREAK

1545 - 1615 NEW INITIATIVES IN EXPORT DEVELOPMENT, DAVID

----- H. BAKER, DIRECTOR, OFFICE OF EXPORT DEVELOP-

----- MENT, U.S. DEPARTMENT OF COMMERCE

1615 - 1630 DISCUSSION

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1630 - 1650 MANAGEMENT OF MAJOR PROJECTS, DAVID H. BAKER

1650 - 1700 DISCUSSION

1700 - 1720 THE ROLE OF THE UNITED STATES INFORMATION

----- AGENCY IN EXPORT MARKETING, C. DON JONES,

----- UNITED STATES INFORMATION AGENCY (BY

----- VIDEOTAPE).

1720 - 1740 EXPORT-IMPORT BANK PROGRAMS SUPPORTING U.S.

----- EXPORT MARKETING. EXPORT-IMPORT BANK

----- REPRESENTATIVES

1740 - 1750 DISCUSSION

EDNESDAY, JANUARY 22

- ESDAY, JANUARY 22

0900 - 0915 CONFERENCE CALLED TO ORDER. ADMINISTRATIVE

-----ANNOUNCEMENTS

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0915 - 1000 CURRENT ECONOMIC POLICY ISSUES IN THE EA

----- REGION, LESTER EDMOND , DEPUTY ASSISTANT

----- SECRETARY OF STATE FOR EAST ASIAN AFFAIRS

,000 - 1015 DISCUSSION

1015 - 1030 BREAK

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1030 - 1100 SERVICING AMERICAN FIRMS TRADING WITH THE

----- PEOPLE'S REPUBLIC OF CHINA, HERBERT E.

----- HOROWITZ, ECONOMIC/COMMERCIAL OFFICER,

----- PEKING

1100 - 1115 DISCUSSION

1115 - 1145 SUMMATION AND CLOSING REMARKS. KISSINGER

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
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**TAGS:** BEXP, XX  
**To:** TOKYO  
**Type:** TE  
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